

STOCK EXCHANGE ANNOUNCEMENT

15 April 2021

Q3 FY21 overview

Total fixed line connections declined by 13k to 1,356,000*

Copper broadband and voice connections declined by 42k (Q2 FY21: -50k; Q3 FY20: -44k)

- fixed wireless providers are continuing inertia selling campaigns to their fixed line customers
- 2degrees has begun promoting fixed wireless
- Vodafone introduced new \$40 4G fixed wireless plan with 60GB data

Total broadband connections declined by 2k to 1,181,000* (Q2 FY21: -10k; Q3 FY20: -4k)

- return of students from holidays helped restore some prior period disconnections
- COVID-19 impact on net migration and population growth continues to constrain broadband growth

Fibre broadband connections increased by 29k (Q2 FY21: +29k; Q3 FY20: +32k)

- 1Gbps consumer connections increased 7k
- fibre uptake across the completed UFB footprint grew from 63% to 64%, with Chorus' managed migrations programme adding another 7k activations
- average monthly data usage on fibre increased to 491GB, up from 460GB in Dec (including upstream traffic)
- Sky TV began promoting fibre broadband to its existing customer base towards the end of Q3

*totals exclude the 11,000 broadband connections Chorus is currently providing free to student households

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